

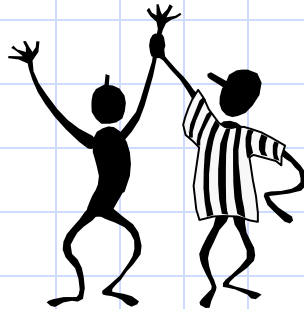


# Partnering for Success

“A Blueprint for Promoting  
Government-Industry  
Communication and  
Teamwork”

# The GOAL of the AMC Partnering Program is...

To promote government industry communication and teamwork throughout the acquisition process by implementation of a *“Model Partnering Process”*.



# The Need

- ◆ Dramatic Rise in Litigation
- ◆ Entrenched Adversarial Attitudes
- ◆ Heavy Cost

# The Solution



- ◆ Alternative Disputes Resolution (ADR)
  - Arbitration
  - Mediation
  - Others
- ◆ Partnering

# Partnering Defined



- ◆ Philosophy

- ◆ Process

- ◆ Working vs. Legal Relationship



# What Partnering Is:

- ◆ A mutual commitment by the parties to facilitate improved contract performance and apply best practices to manage conflict;
- ◆ Where the parties form a relationship based upon teamwork, cooperation, and a shared vision for success;
- ◆ Focused on accomplishing common goals and objectives;
- ◆ An agreement to avoid surprises and expeditiously resolve disputes at the lowest possible level.

# What Partnering is NOT

- ◆ Mandatory
- ◆ A Contract Requirement
- ◆ A Waiver of Rights
- ◆ A One Way Street
- ◆ Exception to CICA
- ◆ To be Confused with Other Legal Relationships



# When to Use Partnering

- ◆ Major/complex contract efforts
- ◆ Two years or longer program
- ◆ Problem plagued program
- ◆ Three or more major players
- ◆ Significant technical or urgency issues
- ◆ Competitive or sole source



# The AMC Model Process



- ◆ Getting Started

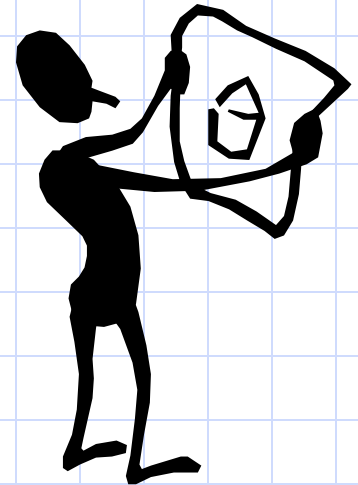
- ◆ Communicating with Industry

- ◆ Conducting the Workshop/Developing the Charter

- ◆ **Making it Happen!**

# Getting Started

## Step No. 1



### ◆ Deciding to Partner

- Where it will pay off
- Anyone suggests Partnering
- Apply “When to Use...” criteria

### ◆ Obtaining Resources

- Time
- Money

### ◆ Making the Commitment

- Senior management
- Program Stakeholders
- Empowerment of Participants
- Designation of “Champions”

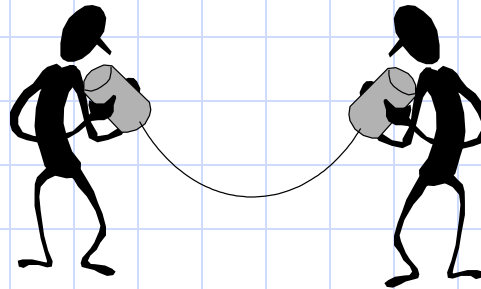
# Communicating With Industry

## Step No. 2

### ◆ Extending the invitation to Partner

- Solicitation
- World Wide Web
- Pre-Solicitation Conference

### ◆ Securing a Mutual Agreement to Partner



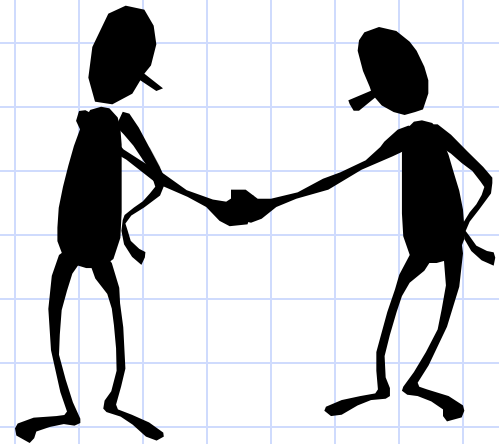
# Conducting the Workshop and Developing the Charter Step No. 3

## ◆ Selecting a Facilitator

- Role of the Facilitator

## ◆ Preparing for the Workshop

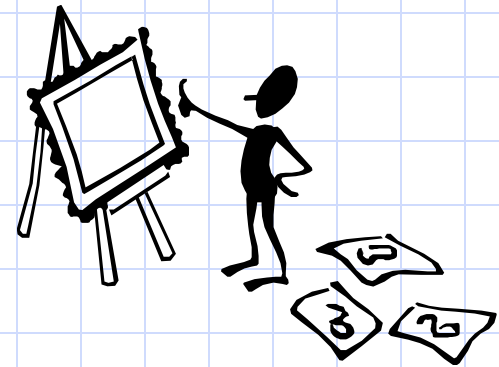
- Selecting the Participants
- Reviewing the Contract
- Choosing a Workshop Site
- Coordinating with the Facilitator



# Conducting the Workshop and Developing the Charter Step No. 3 Continued

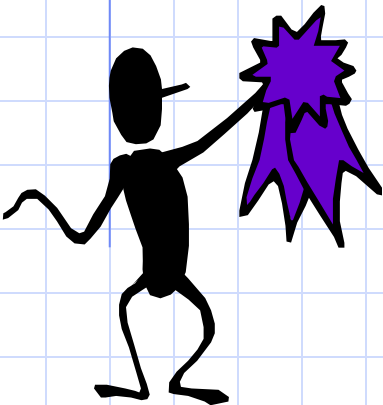
## ◆ Conducting the Workshop

- Team-building
- Roles & Responsibilities
- The Charter or Agreement
- Problem Resolution
  - ◆ Rocks in the Road
  - ◆ Conflict Escalation
  - ◆ Alternative Dispute Resolution
- Measuring Success



# Making It Happen

## Step No. 4



- ◆ Following Procedures
- ◆ Active Champion Involvement
- ◆ Continuous Communication
- ◆ Identification of Problems and Joint Problem-Solving
- ◆ Periodic Reviews
- ◆ Measure and Celebrate Success
- ◆ Reinforcement

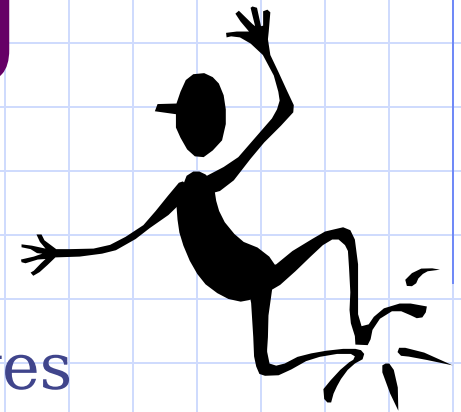
# The Benefits

- ◆ Logical
- ◆ Statistical

# Benefits of Partnering

## Partnering..

- establishes mutual goals and objectives
- builds trust and encourages open communication
- helps the parties eliminate surprises
- avoids disputes through informal conflict management procedures
- avoids litigation through the use of Alternative Dispute Resolution
- reduces paperwork

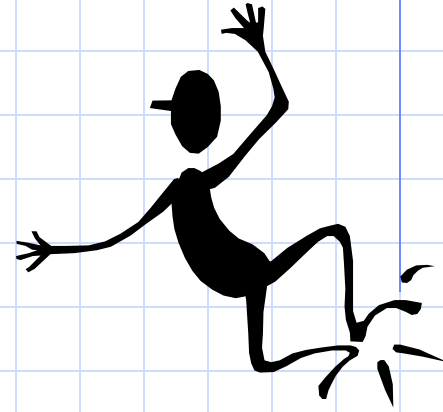




# Benefits of Partnering (cont.)

## Partnering..

- reduces the time and cost of contract performance
- reduces administration and oversight
- improves safety
- improves engineering efforts
- improves morale and promotes professionalism in the workforce
- generates harmonious business relations
- focuses on the mutual interests of the parties



# Acquisition Reform



- ◆ Reduced Budgets = Increased Risk
- ◆ Partnering Reduces Resources and Reduces Risk
- ◆ Market Surveys/Performance Based/Best Value/Past Performance
- ◆ Partnering Post-Award

# Resources

- ◆ U.S. Army Materiel Command “Partnering for Success” Guidebook - Stephen A. Klatsky, Assistant Command Counsel, Headquarters, Army Materiel Command, (703) 617-2304

- On the web: [http://www.amc.army.mil/amc/command\\_counsel/partnering.html](http://www.amc.army.mil/amc/command_counsel/partnering.html)

- ◆ OSC Law Center Home Page at:  
<http://www.osc.army.mil/others/gca/partnering/index.htm>

- ◆ Partnering Facilitators: OSC Acquisition – 309-782-4616
- ◆ OSC Partnering Champion: 309-782-1611

# Facilitation - Training - Questions?

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